RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
Promotional Coordinator

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September 15, 1997

TO SALES PERSONNEL
1622: 02, 04, 06, 08, 09, 10
1623: 01, 02,
1626: 01, 02, 06
1638: 01, 02, 03, 05, 06, 07

Attached is a list of all Cigarette Outlets that were shipped an ***8-Case Display, Item #527951,*** in June 1997.

Doral 800# Cigarette Outlet P.O.S. Kits, Item #533360, have been ordered to each Sales Rep based on the number of locations that received our 8-Case Display. Please place these Kits on the 8-Case Display as soon as possible.

#/Kits 533360	1622 S/Rep	#/Kits 533360	1623 S/Rep	#/Kits 533360	1626 S/Rep	#/Kits 533360	1638 S/Rep
1	02	2	01	5	01	1	01
8	04	6	02	5	02	1	02
1	06			*13	06	5	03
2	08					6	05
5	09					2	06
1	10					1	07

If you have any questions, please contact me.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: Division Managers

***NOTE TO H. LEVENSTEIN (162606):** HOWARD, DUE TO LIMITED ALLOCATIONS, YOU WERE ONLY SHIPPED 13 POS KITS, ALTHOUGH 16 OF YOUR ACCOUNTS WERE SHIPPED THIS 8-CASE DISPLAY.

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Source: https://www.industrydocuments.ucsf.edu/docs/qmgn0000

STORES SHIPPED 8-CASE DISP

HIGH VOLUME ACCOUNTS

SR TERR	RR TERR	#SIS	FULL NAME	ADDRESS	CITY	STATE	No. of 8-CTN Promo Displays (#527951 P.O.S. Kit (#630189)
162202	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	1
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	1
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	1
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	1
162204	162223	581942	SUSQUEHANNA BEV	SO MAIN STREET	HALLSTEAD	PA	1
162204	162228	676785	SMOKIN JOES	300 N ELMIRA ST	SAYRE	PA	1
162204	162228	269987	JIM'S GROCERY	1 ALICE STREET	BINGHAMTON	NY	1
162204	162228	750647	SMOKIN JOES	RTE. 901	MINERSVILLE	PA	1
162204	162228	310108	SHEDDENS WHLS	RTE. 14	FASSETT	PA	1
162206	162235	243850	GIL MERRILL ENT, INC	55 CENTRAL PLAZA	ILION	NY	1
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	1
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	1
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 61	TANNERSVILLE	PA	1
162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	1
162209	162222	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	1
162209	162222	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO	MOUNT POCONO	PA	1
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	1
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENT	MATAMORAS	PA	1
1622 REQUESTED ALLOCATION OF 8-CTN DISPLAY #527951: **18 Displays**							18

Source: https://www.industrydocuments.ucsf.edu/docs/qmgn0000

STORES SHIPPED 8-CASE DISP

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HIGH VOLUME ACCOUNTS

SR TERR	RR TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	No. of 8-Case Promo Displays (#527951) P.O.S. Kit (#530183)
162301	163830	633761	MINOR'S DISCOUNT BEV	292 LAKE STREET	ST ALBANS	VT	1
162301	163830	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	1
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	1
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	1
162302	162320	576908	WELLS TRADING POST	RTE 30	WELLS	VT	1
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	1
162302	162325	623997	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	1
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	1
1623 REQUESTED ALLOCATION OF 8-CTN DISPLAY #527951: 8 Displays							8

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STORES SHIPPED 8-CASE DISP

HIGH VOLUME ACCOUNTS

SR TERR	RR TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	No. of 8-Case Promo Displays (#527951) P.O.S. Kit (#530183)
162601	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	1
162601	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	1
162601	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	1
162601	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1
162601	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1
162602	162622	601185	49 EXPRESS	409 BLOOMINGDALE RD	BASOM	NY	1
162602	162622	742675	ARROWHEAD SMOKE	852 BLOOMINGDALE RD	BASOM	NY	1
162602	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	1
162602	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	1
162602	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY	1
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	1
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	1
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	1
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE RD	IRVING	NY	1
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1
162606	162623	687893	NATIVE PRIDE	RT 20 & MILESTRIP	IRVING	NY	1
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	1
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1
162606	162628	675069	COLDSPRING SMOKE	W PERIMETER RD	STEAMBURG	NY	1

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STORES SHIPPED 8-CASE DISP

HIGH VOLUME ACCOUNTS

SR TERR	RR TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	No. of 8-Case Promo Displays (#527951) P.O.S. Kit (#630183)
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	1
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	1
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	1
162606	162628	665431	ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	1
1626 REQUESTED ALLOCATION OF 8-CTN DISPLAY #527951: 26 Displays							26

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STORES SHIPPED 8-CASE DISP

HIGH VOLUME ACCOUNTS

SR TERR	RR TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	No. of 8-Case Promo Displays (#527951) P.O.S. Kit (#530183)
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	1
163802	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	1
163803	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	1
163803	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	1
163803	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	1
163803	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	1
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	1
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	1
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	1
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	1
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	1
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	1
163805	163820	702662	SIGNAL VARIETY	RT. 125	PLAISTOW	NH	1
163806	163826	743970	CASE N KEG	MILL STREET	MEREDITH	NH	1
163806	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	1
163807	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	1
1638 REQUESTED ALLOCATION OF 8-CTN DISPLAY #527951: 16 Displays							16

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STORES SHIPPED 8-CASE DISP

HIGH VOLUME ACCOUNTS

SR TERR	RB TERR	SIS #	FULL NAME	ADDRESS	CITY	STATE	No of 8-Case Promo Displays (#527951) POS Kit (#630183)
							68

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502 SMS502N1 SALES MATERIALS SYSTEM 09/11/97 15:53

SMS ALLOCATION INQUIRY FN: ___

Area/Reg/Div/Terr*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 533360 DOR 800# CIGT TOB OUT KIT

	Location	Actual	Usage	Available	Transfer
1	16 BUFFALO REGION	68	3	65	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help Retrn Bkwrd Frwrd Main

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Source: https://www.industrydocuments.ucsf.edu/docs/qmgn0000

210 SMS210N4 1 SALES MATERIALS SYSTEM 09/15/97 13:56

Item: 533360 Finished Good ITEM MAINTENANCE FN: ___

Description of Item: Action(C,D,R,' '): _ Next Item: _____

S DOR 800# CIGT TOB OUT KIT Status: A Item Type: F

L Active Item: Y

Prime Whse: W150 Refurb #: 0

Multi Whse: N Corres #: 0

Std Note Code NV STD/VAP/DAP Cycle Count: 12

Sku Reserved: 3

Sku Available: 1419

Asset Code: TA Asset Prom No: 0 Sku in Process: 0

Exp Code: TA Exp Prom No: 701655020301 Sku Backordered: 0

Brand Code: 4200 DORAL Budget Code: 4200 Number BO: 0

Repackable: N Sku Pkg: SKU Sku on Hand: 1422

Ups Flag: Y Po Pkg: 1.000 Future Not Rsvd: 0

United Inch: 81.50 UPC: Sku Alloc Avail: 1421

Sku Weight: 2.5000 Sku/Mast Pk: 1.000

Sku Cube: 0.1183 Master Pk: N (Y/N) Avg Sku Cost: 2.6599

Invntry Mgr: WGDLG KAY MCCAFFREY

Allocated: Y Sku/Mast Pk Per Pallet: 0 $ Onhand: 3782.3778

Program Mgt: Category: 023 420 361 POS KITS C LE: 0.0000

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

HELP Cmnt Retrn Pl/Cs Main

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